

Monthly Market Summary - January 2018

Single Family Homes

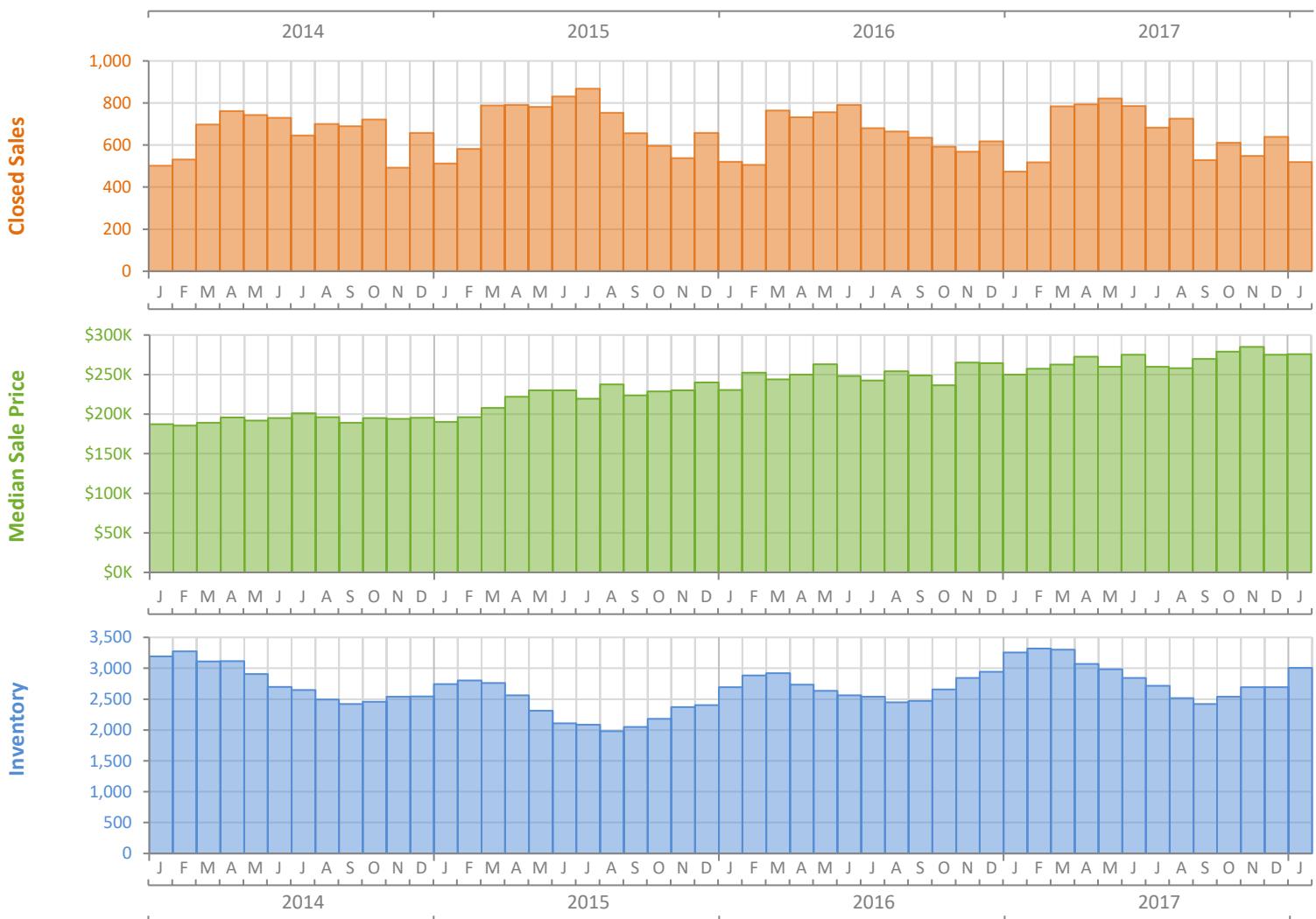
Sarasota County



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| | January 2018 | January 2017 | Percent Change Year-over-Year |
|----------------------------------------|-----------------|-----------------|-------------------------------|
| Closed Sales | 519 | 474 | 9.5% |
| Paid in Cash | 229 | 196 | 16.8% |
| Median Sale Price | \$275,900 | \$250,000 | 10.4% |
| Average Sale Price | \$365,593 | \$352,507 | 3.7% |
| Dollar Volume | \$189.7 Million | \$167.1 Million | 13.6% |
| Med. Pct. of Orig. List Price Received | 95.0% | 95.2% | -0.2% |
| Median Time to Contract | 46 Days | 41 Days | 12.2% |
| Median Time to Sale | 86 Days | 90 Days | -4.4% |
| New Pending Sales | 765 | 731 | 4.7% |
| New Listings | 1,165 | 1,110 | 5.0% |
| Pending Inventory | 947 | 981 | -3.5% |
| Inventory (Active Listings) | 3,008 | 3,254 | -7.6% |
| Months Supply of Inventory | 4.5 | 5.0 | -10.0% |



Monthly Distressed Market - January 2018

Single Family Homes

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| | | January 2018 | January 2017 | Percent Change Year-over-Year |
|-----------------|-------------------|--------------|--------------|-------------------------------|
| Traditional | Closed Sales | 498 | 441 | 12.9% |
| | Median Sale Price | \$279,950 | \$260,000 | 7.7% |
| Foreclosure/REO | Closed Sales | 17 | 27 | -37.0% |
| | Median Sale Price | \$182,000 | \$155,000 | 17.4% |
| Short Sale | Closed Sales | 4 | 6 | -33.3% |
| | Median Sale Price | \$229,000 | \$397,397 | -42.4% |

